

zooplus AG with another record year in 2010; total sales increase to around EUR 194 million

- **Total sales up 50% to EUR 193.6 million**
- **EBIT at EUR 3.3 mm (previous year: EUR 0.3 mm)**
- **Acquisition record with around one million new customer accounts**
- **Logistics capacity expansion to be concluded in Q2 2011**

Munich, March 30, 2011 – zooplus AG (WKN 511170, ISIN DE0005111702, ZO1) has today published its final 2010 figures. Europe's leading Internet pet supplies retailer has again reported strong growth in total sales, which includes both sales and other operating income. Active growth management as well as the continuing development of the company's infrastructure remained major focal points in 2010. zooplus continues to be managed on a strictly growth-oriented basis in order to exploit all available development potentials and, thereby, sustainably enhance the company's value.

zooplus AG generated total sales of EUR 193.6 mm in 2010, representing around 50% year-on-year growth. Of these total sales, around EUR 177.8 mm were derived from sales generated by the online sale of pet supplies, and a further EUR 15.8 mm from other operating income.

After deducting operating costs, the company generated an EBIT of EUR 3.3 mm, compared with EUR 0.3 mm in the previous year. Interest expenses were held at a comparable level due to the company's solid financing structure. Accordingly, earnings before tax of EUR 3.1 mm were reported, compared with EUR -2.1 mm in 2009. After deducting taxes on income, the company achieved a consolidated net income of EUR 2.0 mm (previous year: EUR -1.5 mm), corresponding to earnings per share of EUR 0.76 (previous year: EUR -0.61).

A new international distribution centre will be opened in Hörselgau/Eisenach during Q2 in order to continue the previous years' growth into 2011. This will boost total sales capacity to up to EUR 400 million p.a. At the same time, the existing German logistics will be replaced by the new site. This will allow Northern and Eastern Europe to be served significantly more efficiently in the future, while processing capacity will be raised by a further EUR 100 million of sales.

Dr. Cornelius Patt, CEO and one of zooplus's founders, is pleased with what has been achieved and looks confidently into the future: "We look back on a successful year and also assume that we will be able to continue upon our path during the current financial year. Based on our strict growth focus for 2011, we are forecasting a further record in terms of total sales to a level in excess of EUR 250 million. Moreover, we are aiming to achieve total sales growth to a level of at least EUR 320 million in 2012." He also adds: "We are aiming to achieve parity with both of our bricks-and-mortar competitors in the medium term and position ourselves as one of Europe's leading pet supply providers. In this context, we seek to reach a EUR 500 million total sales run rate until the end of 2014."

The complete 2010 annual report can be downloaded from the company's website at <http://investors.zooplus.com/en/welcome/>.

Company profile:

zooplus was founded in 1999 and has become Europe's leading online retailer for pet products, measured by sales and other income. In 2010, total sales amounted to EUR 194 mm and, therefore, have increased fivefold during the last 5 years. At the same time, the company generated EBIT operating earnings of EUR 3.3 mm in 2010. The company's profitable business model has already been introduced successfully in 18 countries. zooplus offers products for all pet varieties. Its product range comprises foods (dry and wet pet foods, pet food supplements such as chewing bones and snacks) as well as pet accessories (such as cat trees and toys) over a wide range of categories. In addition to a broad selection of over 7,000 products, zooplus customers benefit from online veterinary consultations as well as a number of other interactive features. Pet products represent a significant market segment of the European consumer retail space. Overall revenues from pet food and accessories amounted to EUR 19 billion within the European Union in 2010 alone. Based on the growing trend towards humanization of pets in western industrialized countries, pet owners are adapting their purchasing behavior in favor of health, wellness and other premium products. In addition, European eCommerce is expected to enjoy sustained, strong growth in the years to come. zooplus expects a continuation of the company's dynamic growth in tune with continuously positive earnings.

Online: <http://investors.zooplus.com/en/welcome/>

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